



**Andhra Pradesh Airports Development Corporation Limited
(A Government of Andhra Pradesh Undertaking)
Corrigendum Tender Notice
For Amendment-1**

RFP Notice.3 APADCL/FTO at Kurnool Airport, Dated : 08.12.2023

**DEVELOPMENT OPERATION & MANAGEMENT OF FLYING
TRAINING ORGANISATION AT KURNOOL AIRPORT**

FEBRUARY – 2024

Issued by

**Andhra Pradesh Airports Development
Corporation Limited
(Government of AP Undertaking)**

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Sl. No.	Clause No. & P.no	Request of the bidder for modification	Provision	Modified after the discussion with the players at wings India, VC conducted on 19.01.2024, and discussion held with Higher Authorities
1	Cl.22.1 & P.no 28 of RFP	Bidding Parameter - The concession Fee and charges	Minimum Rs.500/- per flying hour.with Exclaction of 7% year on year. Should pay from commissioning of FTO or 9 months from date of agreement.	RFP condition prevails, on par with AAI bids
2	Cl.24.1 of RFP P.no 29	Location and Area of land	1500 Sqm on Airside & 2500 Sqm on city side for admin functions	Area of 5000 sqm, can be allotted to be bidders. The same may be utilized by the bidders accordingly to their requirements on airside and cityside with the approval of the APADCL. Additional requirement will be addressed as per the provisions (Section II (2-XI) of Page No.38.
3	Section II (2-Xi) of P.No38	Additional requirement of space at airside & city side	Additional space can be provided on supplemental agreement	RFP condition prevails
4	Cl.21.4 (5) of RFP P.No28	One operating FTO to be permitted	Maximum 2 FTO's allowed	RFP condition prevails
5	Cl.10.1 of LDA P.no 49, Cl.29.2 of RFP at P 34	Termination by either party with 6 months' notice	The concession agreement can be cancelled by either party by giving a notice of 6 months	Modified to 12 Months, on par with AAI bids. It is to inform that the authroity has no other airports to provide alternate site
6	C.21.2 of RFP & P.no 27	Financial capacity	Net worth of the company should not be less than Rs.6.25 Cr and to be certified by a Chartered Accountant.	Modified to 'Positive Net worth' on par with AAI Bids
7	NA	Technical Safety Performance criteria	Not provided in RFP	bidder should provide the accident free record for preceding 3 years. This is included, keeping in view of the safety of the human life involved in the entire operations.
8	Cl.21.3 & P.no 27 of RFP	Technical capacity	1.The company should have a minimum of 3 airworthy aircrafts certified by a competent authority(within 3 months) 2.Company or promoter should have security clearance from the Competent Authority within 3 months from the date of agreement, failing which the contract/agreement will be terminated without any notice duly forfeiting the EMD.	Modified to the company should have a minimum of 3 airworthy aircrafts at the time of bid due date, as per the DGCA norms, which insist that an FTO should have a minimum of 3 aircrafts certified by DGCA with approval to operate as an FTO. if no such company bids, then those companies which have assured to be having airworthy aircrafts certified by a competent authority within 3 months will also be considered.

9	24.1 (d) of RFP P.No.29	Permitting Operations Beyond Watch hours with the Airport equipped with all the necessary Navigational and other aids to conduct Day & Night operations.	(d) The services and Infrastructure related to fire safety, Ambulance, Flying hours, ATC facility, Meteorological services, Air strips et. included will be provided by APADCL for free of cost during day light landing timings and the bidder is to quote flying hour rates keeping this in view. Night landing facility is not available at Kurnool Airport. If the night landing facility is required for FTO operations, the same may be provided by the bidder as per DGCA norms with the approval of APADCL (Both technical and financial) and the expenditures incurred will be reimbursed in the further bills by the APADCL as per the terms of APADCL. The service and infrastructure related to Fire Safety, Ambulance, ATC Facility, Meteorological Services, Airstrips etc, included will be provided by APADCL on chargeable basis during night landing timing and the bidder is to quote flying hour rates keepin this invew. No charges will be collected if the bidders permitted by the AAI to provide the above facilities on his own during night land timings.	The Authority will provide necessary facilitation for running operations beyond watch hours with the assistance of AAI in tihis regard, as some services have to be provided by AAI. Installation of required equipment / facility to run beyond watch hours such as AGL- Airfield Ground Lighting Facilities, VRO/DME: VHF Omni direction range and Distance measuring equipment and other capital equipment involves capital expenditure by the Authority. Hence, the authority will either install those equipment or will allow the successful bidder to install on their own cost and carry with them after the end of their tenure of lease (20+10 years). Nominal charges will also be paid by the Authority towards payment of services provided through these equipment, if night landing facility is being utilized for authority purpose. Certain equipment such as ILS, will be installed by the authority.
10	C.2.26 of LDA & p.no 45	Taxiway	The services and infrastructure related to Fire Safety, Ambulance, ATC Facility, Meteorological Services, Airstrips etc. included will be provided by APADCL free of cost during day light landing timings and the bidder is to quote flying hour rates keeping this in view.	A fully approved code C Taxiway with lighting, etc, for taxiin g from the runway upto the FTO plot, if it is upto 125 metre, will be provided by the Authority.
11	NA	Issue of Airport Entry Permits (AEPs) locally	Not available in RFP	Authority will facilitate the required Airport entry permits to the FTO employees, students and vendors/service providers, customers, etc in coordination with State Security at the Airport
12	Cl.20.1 of RFP & P.no 25	Bid Security (EMD)	Rs.25,00,000/-	modified to Rs.1,00,,000/- on par with AAI bids
13	Cl.27.1 of RFP & P.no 32	Performance Security	Rs.75,00,000/-	modified to Rs.1,00,000/- on par with AAI bids
14	Cl.23.3 of RFP P.no 29	Infrastructure	23.3.Minimum deployment of trainer Aircraft: The bidder shall deploy minimum 03 airworthy trainer aircraft within 3 months of award of bid and scale up to the number of airworthy trainer aircrafts as required by the DGCA within 12 months of award of the Bid with the complimentary staff required to operate training aircraft at their full capacity and shall continue to do so for the full period of contract. 29.1.The bidder shall deploy minimum 03 airworthy trainer aircraft within 3 months of award of bid and scale up to the number of airworthy trainer aircrafts as required by the DGCA guidelines within 12 months of award of the bid with the complimentary staff required to operate training aircraft at their full capacity and shall continue to do so for the full period of contract failing which a penalty of 1% of the annual value of contract per week or part thereof will be levied as liquidated damage to a maximum of 6 weeks after which the contract will be liable to be terminated.	Modified to the company should have a minimum of 3 airworthy aircrafts at the time of bid due date, as per the DGCA norms, which insist that an FTO should have a minimum of 3 aircrafts certified by DGCA with approval to operate as an FTO. if no such company bids, then those companies which have assured to be having airworthy aircrafts certified by a competent authority within 3 months will also be considered.

15	Cl.23.4 of RFP P.no 29	Reservation of Seats for Andhra Pradesh Domiciles:	Reservation of Seats for Andhra Pradesh Domiciles: i. 25% seats for students of AP with a waiver up to 10% tuition fees by the successful bidder. ii.enrollment of 30% women candidates from AP	Deleted, on par with AAI bids
16	Section II & P.no 38	Scope of work FTO:	Performance parameters (1) to train 100 Pilot cadets per annum minimum and 70% placement (2) bidder should upscale the training academy capacity to 50 cadets within 12 months, 100 cadet per year by the end of 3 years from the award of the contract	Deleted, on par with AAI bids
17	P.No 5 Point 5 of RFP	Tenure	20 years + 10 extendable	RFP condition prevails; As 30 year provision is available.
18	NA	Shared infrastructure for FTOs and Sub-leasing Rights	The successful bidder shall develop FTO infrastructure	RFP condition prevails; Any requirement of sub-leasing or sub-letting will be on mutual consent of the authority
19	cl.4.2 of RFP & P.no 18	Change in ownership	Change in ownership or control to for whose Technical capacity and or Financial capacity taken into consideration	change in owner ship / constitution of the firm should be informed to the Authority and any change in ownership (beyond 50% shareholding) should be with prior approval of the authority, to ensure the continuous running of the FTO
20	22.2 of RFP & P.No.28	Period to set up FTO	Minimum 9 months	Modified to 12 Months, on par with AAI bids
21	Section II (3) & P.no 39,40	Components of Business Model	i. Project scope ii. Project sizing iii. Proposed Approach and methodology for setting up a flying training organization iv. Duration and time (day, night, evening) of proposed courses v. Proposed Fee Structure vi. Organization structure, team composition and staffing vii. Qualification and Experience of the key persons viii. Detailed month-wise work plan ix. Demand and supply analysis x.Financial model for the duration of the lease agreement, xi. Financing gap analysis, xii. Periodic capital investment, xiii. Regulatory framework with respect to current regulations, xiv. Demand supply analysis to justify the projected revenues and financial returns xv. Component wise break-up of project cost with clear mention of assumptions and benchmarks. xvi. The business model submitted as part of the bid will be evaluated to ascertain the technical eligibility of the bidder. xvii. The technical bids may be accepted or rejected based on the decision of the evaluation committee particularly on the relevance and quality of the proposed business model to the scope mentioned in this bid.	AAI document does not contains the business model . Hence the clause may be deleted, on par with AAI bids
22	Cl.8.18 (b) of LDA & P.no 48	Submission of the financials to the APADCL	Concessionaire should submit the revenues and disbursements at the end of each financial year. & to prepare and submit the quarterly statements to APADCL	RFP condition prevails
23	Cl.8.20 of LDA & P.no 49	Approval of the APADCL for recruiting manpower	The replacement must be also be provided by the APADCL, GOAP.	The recruitment of manpower for running the operations of FTO does not require the prior-approval of APADCL.
24	Cl.24.1 (c) of RFP & P.no 29	Operating cost	Operating cost on actuals (Electricity, security, housekeeping) shall be paid monthly by the bidder as per the norms finalized by the APADCL.	RFP condition prevails

25	24.1 d & e of RFP & P.no 30	Infrastructure related service	e. Security charges as per the norms finalized by the APADCL. The successful bidder may create his own pre-fabricated infrastructure on land allotted at the airport, at a prevailing rate with the prior approval of APADCL.	The successful bidder may create his own pre-fabricated infrastructure on land allotted at the airport, as approved by DGCA, AAI, BCAS, etc as per the norms and there is no prior approval of APADCL is required for this.
26	NA	Special temporary access to the Site (Clause 9.6 & Schedule J of FTO agreement) During construction and regulatory approval period of Two years no rent should be charged. We also request that the lessee should not be charged for land temporarily used for labor camps, cement, go-down etc., during construction time. This facility is provided by AAI airports also for FTOs during construction and approval process	No specific clauses in the RFP	New clause:" During construction and regulatory approval period of Two years no rent should be charged and lessee will not be charged for land temporarily used for labor camps, cement, go-down etc., during construction time. On par with AAI norms.
27	NA	New clause need to be added: FOR "All movable property, stocks, materials, Aircraft, Vehicles, Equipment, Spares and project assets procured, paid for, commissioned by the developer (FTO), remain with the developer (FTO) or shall be transferred to its designates at the end of contract period or termination of the agreement.	Not provided in RFP	New clause: FOR "All movable property, stocks, materials, Aircraft, Vehicles, Equipment, Spares and project assets procured, paid for, commissioned by the developer (FTO), remain with the developer (FTO) or shall be transferred to its designates at the end of contract period or termination of the agreement.